

*Dialog Index*  
*Spiral I*  
*10/1/04*

DIALINDEX(R)  
(c) 2004 The Dialog Corporation

\*\*\* DIALINDEX search results display in an abbreviated \*\*\*  
\*\*\* format unless you enter the SET DETAIL ON command. \*\*\*

?sf all

You have 561 files in your file list.

(To see banners, use SHOW FILES command)

?

PLEASE ENTER A COMMAND OR BE LOGGED OFF IN 5 MINUTES

?s ((synxix or synxis)or(ARC()technolog??)) and ((reservation? ? or hotel? ? or reserv???) and py<1999

Your SELECT statement is:

s ((synxix or synxis)or(ARC()technolog??)) and ((reservation? ? or hotel? ? or reserv???) and py<1999

Items	File
1	9: Business & Industry(R) _Jul/1994-2004/Sep 30
1	15: ABI/Inform(R) _1971-2004/Sep 30
2	16: Gale Group PROMT(R) _1990-2004/Oct 01
Examined	50 files
2	88: Gale Group Business A.R.T.S. _1976-2004/Sep 30
Examined	100 files
8	148: Gale Group Trade & Industry DB _1976-2004/Oct 01
1	180: Federal Register _1985-2004/Oct 01
7	194: FBODaily _1982/Dec-2004/Jun
Examined	150 files
1	275: Gale Group Computer DB(TM) _1983-2004/Oct 01
Examined	200 files
2	348: EUROPEAN PATENTS _1978-2004/Sep W03
3	349: PCT FULLTEXT _1979-2002/UB=20040930,UT=20040923
Examined	250 files
4	388: PEDS: Defense Program Summaries _1999/May
Examined	300 files
1	476: Financial Times Fulltext _1982-2004/Oct 01
Examined	350 files
1	542: SEC Online(TM) 10-K Reports _1997/Sep W3
Examined	400 files
1	619: Asia Intelligence Wire _1995-2004/Sep 30
2	624: McGraw-Hill Publications _1985-2004/Sep 20
1	635: Business Dateline(R) _1985-2004/Sep 30
1	636: Gale Group Newsletter DB(TM) _1987-2004/Oct 01
6	654: US Pat.Full. _1976-2004/Sep 30
3	660: Federal News Service _1991-2002/Jul 02
Examined	450 files
1	718: Pittsburgh Post-Gazette _Jun 1990-2004/Oct 01
Examined	500 files
1	768: EIU Market Research _2004/Sep 08
4	810: Business Wire _1986-1999/Feb 28
1	813: PR Newswire _1987-1999/Apr 30
Examined	550 files

23 files have one or more items; file list includes 561 files.  
One or more terms were invalid in 103 files.

File 9:Business & Industry(R) Jul/1994-2004/Sep 30  
(c) 2004 The Gale Group

File 15:ABI/Inform(R) 1971-2004/Sep 30  
(c) 2004 ProQuest Info&Learning

\*File 15: Alert feature enhanced for multiple files, duplicate removal, customized scheduling. See HELP ALERT.

File 16:Gale Group PROMT(R) 1990-2004/Oct 01  
(c) 2004 The Gale Group

\*File 16: Alert feature enhanced for multiple files, duplicate removal, customized scheduling. See HELP ALERT.

File 88:Gale Group Business A.R.T.S. 1976-2004/Sep 30  
(c) 2004 The Gale Group

File 148:Gale Group Trade & Industry DB 1976-2004/Oct 01  
(c) 2004 The Gale Group

\*File 148: Alert feature enhanced for multiple files, duplicate removal, customized scheduling. See HELP ALERT.

File 180:Federal Register 1985-2004/Oct 01  
(c) 2004 format only The DIALOG Corp

File 194:FBODaily 1982/Dec-2004/Jun  
(c) format only 2004 The Dialog Corp.

File 275:Gale Group Computer DB(TM) 1983-2004/Oct 01  
(c) 2004 The Gale Group

File 348:EUROPEAN PATENTS 1978-2004/Sep W03  
(c) 2004 European Patent Office

File 349:PCT FULLTEXT 1979-2002/UB=20040930,UT=20040923  
(c) 2004 WIPO/Univentio

File 388:PEDS: Defense Program Summaries 1999/May  
(c) 1999 Forecast Intl/DMS

\*File 388: This file is closed.

File 476:Financial Times Fulltext 1982-2004/Oct 01  
(c) 2004 Financial Times Ltd

File 542:SEC Online(TM) 10-K Reports 1997/Sep W3  
(c) 1987-1997 SEC Online Inc.

\*File 542: This file is closed.

File 619:Asia Intelligence Wire 1995-2004/Sep 30  
(c) 2004 Fin. Times Ltd

File 624:McGraw-Hill Publications 1985-2004/Sep 20  
(c) 2004 McGraw-Hill Co. Inc

\*File 624: Homeland Security & Defense and 9 Platt energy journals added  
Please see HELP NEWS624 for more

File 635:Business Dateline(R) 1985-2004/Sep 30  
(c) 2004 ProQuest Info&Learning

File 636:Gale Group Newsletter DB(TM) 1987-2004/Oct 01  
(c) 2004 The Gale Group

File 654:US Pat.Full. 1976-2004/Sep 30  
(c) Format only 2004 The Dialog Corp.

File 660:Federal News Service 1991-2002/Jul 02  
(c) 2002 Federal News Service

\*File 660: This file no longer updates

File 718:Pittsburgh Post-Gazette Jun 1990-2004/Oct 01  
(c) 2004 PG Publishing

File 768:EIU Market Research 2004/Sep 08  
(c) 2004 EIU

File 810:Business Wire 1986-1999/Feb 28  
(c) 1999 Business Wire

File 813:PR Newswire 1987-1999/Apr 30  
(c) 1999 PR Newswire Association Inc

~~SEARCHED~~  
hits from  
Dialog Index  
Search(10/1/04)

Set Items Description  
S1 55 ((SYNXIX OR SYNXIS)OR(ARC()TECHNOLOG??)) AND ((RESERVATIO- 10/10/64  
N? ? OR HOTEL? ? OR RESERV??)) AND PY<1999  
?s s1 (2s) (demand (2n) forecast???)  
55 S1 - All considered - KWIC keywords in context yet  
4154514 DEMAND  
2077206 FORECAST???

S2 1 S1 (2s) (DEMAND (2N) FORECAST???) - KWIC -

Dialog Search II

Oct. 1, 2004

(Dialog Index)

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?sf all

You have 561 files in your file list.

(To see banners, use SHOW FILES command)

?s ((synxix or synxis)) and ((reservation? ? or hotel? ?))

Your SELECT statement is:

s ((synxix or synxis)) and ((reservation? ? or hotel? ?))

Items	File
21	9: Business & Industry(R)_Jul/1994-2004/Sep 30
13	13: BAMP_2004/Sep W3
16	15: ABI/Inform(R)_1971-2004/Oct 01
81	16: Gale Group PROMT(R)_1990-2004/Oct 01
23	18: Gale Group F&S Index(R)_1988-2004/Oct 01
81	20: Dialog Global Reporter_1997-2004/Oct 01
Examined	50 files
2	93: TableBase(R) Sep_1997-2004/Sep W3
6	111: TGG Natl.Newspaper Index(SM)_1979-2004/Oct 01
Examined	100 files
106	148: Gale Group Trade & Industry DB_1976-2004/Oct 01
12	211: Gale Group Newsearch(TM)_2004/Oct 01
Examined	150 files
3	275: Gale Group Computer DB(TM)_1983-2004/Oct 01
Examined	200 files
1	348: EUROPEAN PATENTS_1978-2004/Sep W03
1	349: PCT FULLTEXT_1979-2002/UB=20040930,UT=20040923
Examined	250 files
1	416: DIALOG COMPANY NAME FINDER(TM)_2004/Aug
Examined	300 files
1	483: Newspaper Abs Daily_1986-2004/Sep 30
1	519: D&B-Duns Finan.Records Plus(TM)_2004/Jun
Examined	350 files
1	551: TFSD Worldwide M&A_1980-2004/Sep 30
7	553: Wilson Bus. Abs. FullText_1982-2004/Aug
7	570: Gale Group MARS(R)_1984-2004/Oct 01
Examined	400 files
1	608: KR/T Bus.News._1992-2004/Oct 01
4	609: Bridge World Markets_2000-2001/Oct 01
24	610: Business Wire_1999-2004/Oct 01
24	613: PR Newswire_1999-2004/Oct 01
9	616: Canada NewsWire_1999-2001/Mar 09
36	621: Gale Group New Prod.Annou.(R)_1985-2004/Oct 01
3	635: Business Dateline(R)_1985-2004/Oct 01
2	636: Gale Group Newsletter DB(TM)_1987-2004/Oct 01
1	641: Rocky Mountain News_Jun 1989-2004/Sep 29
1	647: CMP Computer Fulltext_1988-2004/Sep W3
36	649: Gale Group Newswire ASAP(TM)_2004/Sep 27
Examined	450 files
2	674: Computer News Fulltext_1989-2004/Aug W4
1	704: (Portland)The Oregonian_1989-2004/Sep 30
1	713: Atlanta J/Const._1989-2004/Oct 01
1	717: The Washington Times_Jun 1989-2004/Sep 30
1	727: Canadian Newspapers_1990-2004/Oct 01
Examined	500 files
1	745: Investext(R) PDF Index 1999--2004/Sep W4
15	781: ProQuest Newsstand_1998-2004/Oct 01
Examined	550 files
5	990: NewsRoom Current_June 1 -2004/Oct 01
10	991: NewsRoom 2004 Jan 1-2004/May 31

26 992: NewsRoom 2003  
20 993: NewsRoom 2002  
26 994: NewsRoom 2001  
22 995: NewsRoom 2000

43 files have one or more items; file list includes 561 files.  
One or more terms were invalid in one file.

?  
?b hits

File 9:Business & Industry(R) Jul/1994-2004/Sep 30  
(c) 2004 The Gale Group

File 13:BAMP 2004/Sep W3  
(c) 2004 The Gale Group

File 15:ABI/Inform(R) 1971-2004/Oct 01  
(c) 2004 ProQuest Info&Learning

File 16:Gale Group PROMT(R) 1990-2004/Oct 01  
(c) 2004 The Gale Group

File 18:Gale Group F&S Index(R) 1988-2004/Oct 01  
(c) 2004 The Gale Group

File 20:Dialog Global Reporter 1997-2004/Oct 01  
(c) 2004 The Dialog Corp.

File 93:TableBase(R) Sep 1997-2004/Sep W3  
(c) 2004 The Gale Group

File 111:TGG Natl.Newspaper Index(SM) 1979-2004/Oct 01  
(c) 2004 The Gale Group

File 148:Gale Group Trade & Industry DB 1976-2004/Oct 01  
(c) 2004 The Gale Group

File 211:Gale Group Newsearch(TM) 2004/Oct 01  
(c) 2004 The Gale Group

File 275:Gale Group Computer DB(TM) 1983-2004/Oct 01  
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File 348:EUROPEAN PATENTS 1978-2004/Sep W03  
(c) 2004 European Patent Office

File 349:PCT FULLTEXT 1979-2002/UB=20040930,UT=20040923  
(c) 2004 WIPO/Univentio

File 416:DIALOG COMPANY NAME FINDER(TM) 2004/Aug  
(c) 2004 Dialog Info.Svcs.

File 483:Newspaper Abs Daily 1986-2004/Sep 30  
(c) 2004 ProQuest Info&Learning

File 519:D&B-Duns Finan.Records Plus(TM) 2004/Jun  
(c) 2004 Dun & Bradstreet

File 551:TFSD Worldwide M&A 1980-2004/Sep 30  
(c) 2004 Thomson Fin Sec Data

File 553:Wilson Bus. Abs. FullText 1982-2004/Aug  
(c) 2004 The HW Wilson Co

File 570:Gale Group MARS(R) 1984-2004/Oct 01  
(c) 2004 The Gale Group

File 608:KR/T Bus.News. 1992-2004/Oct 01  
(c) 2004 Knight Ridder/Tribune Bus News

File 609:Bridge World Markets 2000-2001/Oct 01  
(c) 2001 Bridge

File 610:Business Wire 1999-2004/Oct 01  
(c) 2004 Business Wire.

File 613:PR Newswire 1999-2004/Oct 01  
(c) 2004 PR Newswire Association Inc

File 616:Canada NewsWire 1999-2001/Mar 09  
(c) 2001 Canada NewsWire

File 621:Gale Group New Prod.Annou.(R) 1985-2004/Oct 01  
(c) 2004 The Gale Group

File 635:Business Dateline(R) 1985-2004/Oct 01  
(c) 2004 ProQuest Info&Learning

File 636:Gale Group Newsletter DB(TM) 1987-2004/Oct 01  
(c) 2004 The Gale Group

File 641:Rocky Mountain News Jun 1989-2004/Sep 29  
(c) 2004 Scripps Howard News

File 647:CM Computer Fulltext 1988-2004/Sep W3  
(c) 2004 CMP Media, LLC

File 649:Gale Group Newswire ASAP(TM) 2004/Sep 27  
(c) 2004 The Gale Group

File 674:Computer News Fulltext 1989-2004/Aug W4  
(c) 2004 IDG Communications

File 704:(Portland)The Oregonian 1989-2004/Sep 30  
(c) 2004 The Oregonian

File 713:Atlanta J/Const. 1989-2004/Oct 01  
(c) 2004 Atlanta Newspapers

File Hist  
from dialog  
Search II  
(10/1/04)

>>>Invalid SHOW option: ,

File 717:The Washington Times Jun 1989-2004/Sep 30  
(c) 2004 Washington Times  
File 727:Canadian Newspapers 1990-2004/Oct 01  
(c) 2004 Southam Inc.  
File 745:Investext(R) PDF Index 1999--2004/Sep W4  
(c) 2004 Thomson Fin. Networks  
File 781:ProQuest Newsstand 1998-2004/Oct 01  
(c) 2004 ProQuest Info&Learning  
File 990:NewsRoom Current June 1 -2004/Oct 01  
(c) 2004 The Dialog Corporation  
File 991:NewsRoom 2004 Jan 1-2004/May 31  
(c) 2004 The Dialog Corporation  
File 992:NewsRoom 2003  
(c) 2004 The Dialog Corporation  
File 993:NewsRoom 2002  
(c) 2004 The Dialog Corporation  
File 994:NewsRoom 2001  
(c) 2004 The Dialog Corporation  
File 995:NewsRoom 2000  
(c) 2004 The Dialog Corporation

?ds

Set	Items	Description
S1	656	((SYNXIX OR SYNXIS)) AND ((RESERVATION? ? OR HOTEL? ?))
S2	26	(ROOM? ? OR HOTEL? ?) (3N) (RATE? ? OR QUOT??? OR COST? ? - OR CHARGE? ? OR CHARGING) (5N) (DEMAND (2N) FORECAST???) -all considered - KWIC (attached)
S3	1	S1 AND S2 - KWIC (applicants patents)
?		

2/3,K/1 (Item 1 from file: 13)  
DIALOG(R)File 13:BAMP  
(c) 2004 The Gale Group. All rts. reserv.

1268612 Supplier Number: 03508157 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Electronic distribution channels' effect on hotel revenue management:** even with the variety of distribution channels available, rate and length of stay remain the key factors in revenue management. (Distribution Channels)

Article Author(s): Choi, Sunmee; Kimes, Sheryl E  
Cornell Hotel & Restaurant Administration Quarterly, v 43, n 3, p 23(9)  
June 2002  
DOCUMENT TYPE: Journal ISSN: 0010-8804 (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 3645

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:  
...the level of forecasted demand for the day. Since allocation decisions are typically made by **room - rate** category and length of stay, **demand forecasts** are required at that level. **Hotels** can either directly generate **demand forecasts** at the required level of detail or develop forecasts at an aggregate level, such as...

2/3,K/2 (Item 2 from file: 13)  
DIALOG(R)File 13:BAMP  
(c) 2004 The Gale Group. All rts. reserv.

1236523 Supplier Number: 03182499 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Forecasting for Hotel Revenue Management: Testing Aggregation Against Disaggregation.**  
(This study showed that a purely disaggregated forecast (even though it meant forecasting smaller numbers) strongly outperformed even the best aggregated forecast for hotel revenue management)  
Article Author(s): Weatherford, Lawrence R; Kimes, Sheryl E; Scott, Darren A  
Cornell Hotel & Restaurant Administration Quarterly, v 42, n 4, p 53(9)  
August 2001  
DOCUMENT TYPE: Journal ISSN: 0010-8804 (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 4203

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:  
...and in rental cars, as length of keep. To help increase the predictability of duration, **hotels forecast demand** by length of stay (LOS) for different **rate** categories (RC); airlines try to forecast demand by origin--destination city pairs; and rental-car...

2/3,K/3 (Item 1 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2004 ProQuest Info&Learning. All rts. reserv.

02406129 148520281  
**Electronic distribution channel's effect on hotel revenue management**  
Choi, Sunmee; Kimes, Sheryl E  
Cornell Hotel & Restaurant Administration Quarterly v43n3 PP: 23-31 Jun 2002  
ISSN: 0010-8804 JRNL CODE: CHR  
WORD COUNT: 3568

...TEXT: the level of forecasted demand for the day. Since allocation

decisions are typically made by room - rate category and length of stay, demand forecasts are required at that level. Hotels can either directly generate demand forecasts at the required level of detail or develop forecasts at an aggregate level, such as...

**2/3,K/4 (Item 2 from file: 15)**

DIALOG(R)File 15:ABI/Inform(R)

(c) 2004 ProQuest Info&Learning. All rts. reserv.

02290908 95665029

**Forecasting for hotel revenue management: Testing aggregation against disaggregation**

Weatherford, Lawrence R; Kimes, Sheryl E; Scott, Darren A

Cornell Hotel & Restaurant Administration Quarterly v42n4 PP: 53-64

Aug/Sep 2001

ISSN: 0010-8804 JRNL CODE: CHR

WORD COUNT: 4025

...TEXT: and in rental cars, as length of keep. To help increase the predictability of duration, hotels forecast demand by length of stay (LOS) for different rate categories (RC); airlines try to forecast demand by origin-destination city pairs; and rental-car...

**2/3,K/5 (Item 3 from file: 15)**

DIALOG(R)File 15:ABI/Inform(R)

(c) 2004 ProQuest Info&Learning. All rts. reserv.

01823440 04-74431

**Revenue enhancement, part 3: Picking low-hanging fruit--a simple approach to yield management**

Quain, William J; Sansbury, Michael; Quinn, Dennis

Cornell Hotel & Restaurant Administration Quarterly v40n2 PP: 76-83 Apr 1999

ISSN: 0010-8804 JRNL CODE: CHR

WORD COUNT: 4707

...TEXT: later in this article.

**Rate-category Controls**

The point of yield management is to use demand forecasts to determine how much to charge for rooms on a given day. When your hotel sells out, you lose the ability to determine...

... the hotel's managers project that they can sell 380 (or more) rooms at rack rate. Their inventory plan is set up to maintain room availability for this forecasted highrate demand. The managers would like to sell the remaining 120 rooms in the next rate category down (Bucket 1), but their demand forecast projects they will not be able to...  
?t s2/3,k/6-10

**2/3,K/6 (Item 4 from file: 15)**

DIALOG(R)File 15:ABI/Inform(R)

(c) 2004 ProQuest Info&Learning. All rts. reserv.

01080628 97-30022

**The meaning and management of yield in hotels**

Jauncey, Stuart; Mitchell, Ian; Slamet, Pamudji

International Journal of Contemporary Hospitality Management v7n4 PP: 23-26 1995

ISSN: 0959-6119 JRNL CODE: IJH

WORD COUNT: 2769

...TEXT: managers to monitor the pattern of business and to take action should any deviation occur.

**Room rates and forecasted levels of demand**

Commonly, yield management applications provide the operator (normally a receptionist or reservations clerk) with a...is an integrated, continuous and systematic approach to maximizing room revenue through the manipulation of **room rates** in response to **forecasted** patterns of **demand** .

This process involves the close analysis of historical information to predict future demand. In addition... as an integrated, continuous and systematic approach to maximizing room revenue through the manipulation of **room rates** in response to **forecasted** patterns of **demand** . In addition, demand forecasts must be supported by models illustrating the rate at which reservations...

**2/3,K/7 (Item 5 from file: 15)**  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2004 ProQuest Info&Learning. All rts. reserv.

00853744 95-03136  
**Does your res system work?**  
Orkin, Eric B  
Lodging Hospitality v50n4 PP: 26-27 Apr 1994  
ISSN: 0148-0766 JRNLD CODE: LHO  
WORD COUNT: 1300

...TEXT: products is the use of allocations, or allotments, to effect closures. Allocations require management to **forecast** and divide **demand** into each **rate** product--100 **rooms** at the government **rate** , 50 rooms at the education rate, and so on. This is tedious and requires constant...

**2/3,K/8 (Item 6 from file: 15)**  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2004 ProQuest Info&Learning. All rts. reserv.

00606071 92-21174  
**The Globalization of Reservations**  
Wolff, Carlo  
Lodging Hospitality v48n3 PP: 45-48 Mar 1992  
ISSN: 0148-0766 JRNLD CODE: LHO  
WORD COUNT: 2222

...TEXT: decisions about sell strategies.

\* PROFITABILITY: Confirm's yield management capability delivers increased occupancy and helps **hotels** establish appropriate **rates** based on **forecasted demand** .

\* ACCESSIBILITY: Confirm offers complete sales and marketing analysis, giving **hotels** the highest degree of knowledge about their customers.

Outsourcing, or farming out your computers to...

**2/3,K/9 (Item 1 from file: 16)**  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2004 The Gale Group. All rts. reserv.

10152472 Supplier Number: 92808267 (USE FORMAT 7 FOR FULLTEXT)  
**Return of business travel essential to market's strength: numbers look positive for San Diego hospitality industry.**  
Rauch, Robert A.  
San Diego Business Journal, v23, n38, p25A(2)  
Sept 23, 2002  
Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade  
Word Count: 1202

... Reservation Network.

The growth of these third-party Internet booking sites has made managing hotel **rates** and inventory online more complex than ever. **Hotels** allocate inventory and assign **rates** on the basis of **forecasted demand**. Today's new travel patterns throw yield management (our forecasting model), which relies on analysis...

**2/3,K/10 (Item 1 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

15508970 SUPPLIER NUMBER: 90797449 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Electronic distribution channels' effect on hotel revenue management:** even with the variety of distribution channels available, rate and length of stay remain the key factors in revenue management. (Distribution Channels).

Choi, Sunmee; Kimes, Sheryl E.

Cornell Hotel & Restaurant Administration Quarterly, 43, 3, 23(9)

June, 2002

ISSN: 0010-8804 LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 4000 LINE COUNT: 00360

... the level of forecasted demand for the day. Since allocation decisions are typically made by **room - rate** category and length of stay, **demand forecasts** are required at that level. **Hotels** can either directly generate **demand forecasts** at the required level of detail or develop forecasts at an aggregate level, such as...

?t s2/3,k/11-15

**2/3,K/11 (Item 2 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

15152612 SUPPLIER NUMBER: 91213454 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Paradoxes of flight. (Comment). (Brief Article)**

Lacter, Mark

Los Angeles Business Journal, 24, 22, 34(1)

June 3, 2002

DOCUMENT TYPE: Brief Article ISSN: 0194-2603 LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 637 LINE COUNT: 00051

... Hotels Corp., among the more bullish companies after Sept. 11, lowered its second-quarter revenue **forecast** because soft **demand** is bringing down **room rates**. Hilton, along with other **hotel** companies, had seen a

**2/3,K/12 (Item 3 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

15071562 SUPPLIER NUMBER: 92808267 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Return of business travel essential to market's strength: numbers look positive for San Diego hospitality industry.**

Rauch, Robert A.

San Diego Business Journal, 23, 38, 25A(2)

Sept 23, 2002

ISSN: 8750-6890 LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1202 LINE COUNT: 00099

... Reservation Network.

The growth of these third-party Internet booking sites has made

managing hotel **rates** and inventory online more complex than ever. Hotels allocate inventory and assign **rates** on the basis of **forecasted demand**. Today's new travel patterns throw yield management (our forecasting model), which relies on analysis...

**2/3,K/13 (Item 4 from file: 148)**  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

14366749 SUPPLIER NUMBER: 81111802 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Forecasting for Hotel Revenue Management: Testing Aggregation Against Disaggregation.**  
Weatherford, Lawrence R.; Kimes, Sheryl E.; Scott, Darren A.  
Cornell Hotel & Restaurant Administration Quarterly, 42, 4, 53(9)  
August-Sept, 2001  
ISSN: 0010-8804 LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 4543 LINE COUNT: 00397

... and in rental cars, as length of keep. To help increase the predictability of duration, **hotels forecast demand** by length of stay (LOS) for different **rate** categories (RC); airlines try to forecast demand by origin--destination city pairs; and rental-car...

**2/3,K/14 (Item 5 from file: 148)**  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

11092436 SUPPLIER NUMBER: 54793251 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Revenue enhancement: picking low-hanging fruit - a simple approach to yield management.** (includes related article on information provided by Walt Disney World to its park visitors) (part 3)  
Quain, William J.; Sansbury, Michael; Quinn, Dennis  
Cornell Hotel & Restaurant Administration Quarterly, 40, 2, 76(8)  
April, 1999  
ISSN: 0010-8804 LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 5643 LINE COUNT: 00468

... 40-50% 0 140  
Rate-category Controls  
The point of yield management is to use **demand forecasts** to determine how much to **charge** for **rooms** on a given day. When your hotel sells out, you lose the ability to determine...

...the hotel's managers project that they can sell 380 (or more) rooms at rack **rate**. Their inventory plan is set up to maintain **room availability** for this **forecasted high-rate demand**. The managers would like to sell the remaining 120 **rooms** in the next **rate category** down (Bucket 1), but their demand forecast projects they will not be able to...

**2/3,K/15 (Item 6 from file: 148)**  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

09885984 SUPPLIER NUMBER: 19970396 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Airfares will tax business travel budgets in 1998. (American Express' 1998 Trends & Forecasts Preview for the Business Travel Industry)** (includes related article on travel cost forecast)  
Avery, Susan  
Purchasing, v123, n6, p26(4)  
Oct 23, 1997  
ISSN: 0033-4448 LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 1157 LINE COUNT: 00100

... to be 15% higher than 1996.

Hotel industry forecast: 4%-5% increase in domestic corporate hotel room rate.  
\* Rate of increase in room supply is forecast to outstrip demand growth.  
\* Occupancies will dip from the 1997 forecast level but stay relatively high (65.7...  
?t s2/3,k/16-20

2/3,K/16 (Item 7 from file: 148)  
DIALOG(R) File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

07538330 SUPPLIER NUMBER: 16144915 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**A Ricardian excursion to Bermuda: an estimation of mixed strategy equilibrium.**

Mudambi, Ram  
Applied Economics, v26, n9, p927(10)  
Sept, 1994  
ISSN: 0003-6846 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
WORD COUNT: 5712 LINE COUNT: 00484

... series. Both series are analysed.(10)  
Methodology

The fundamental prediction of the model is that hotel rates should behave asymmetrically relative to demand forecasts. If demand is underestimated (excess demand), then the rates should remain relatively high. However, if demand is...

2/3,K/17 (Item 8 from file: 148)  
DIALOG(R) File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

07272061 SUPPLIER NUMBER: 15441507 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Does your res system work? (hotel reservation systems)**  
Orkin, Eric B.  
Lodging Hospitality, v50, n4, p26(2)  
April, 1994  
ISSN: 0148-0766 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 1346 LINE COUNT: 00106

... products is the use of allocations, or allotments, to effect closures. Allocations require management to forecast and divide demand into each rate product--100 rooms at the government rate, 50 rooms at the education rate, and so on. This is tedious and requires constant...

2/3,K/18 (Item 9 from file: 148)  
DIALOG(R) File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

02126740 SUPPLIER NUMBER: 03375263  
**A forecast of lodging supply and demand.**  
Lee, Daniel R.  
Cornell Hotel & Restaurant Administration Quarterly, v25, p27(14)  
Aug, 1984  
ISSN: 0010-8804 LANGUAGE: ENGLISH RECORD TYPE: CITATION

...CAPTIONS: of age group. (graph); Growth in lodging demand by age group. (graph); Factors affecting lodging demand forecasts. (graph); Average lodging occupancies ... and room rates. (graph); Revenues per available room-night. (graph)

2/3,K/19 (Item 1 from file: 348)  
DIALOG(R) File 348:EUROPEAN PATENTS  
(c) 2004 European Patent Office. All rts. reserv.

01343777

Method and apparatus for the composition and sale of travel-oriented packages

Verfahren und Apparat zur Zusammenstellung und fur den Verkauf von Packeten in der Reiseindustrie

Methode et dispositif pour la composition et la vente de voyages organises  
PATENT ASSIGNEE:

NEAT Research Ltd., (3298460), 9 Hamenofim Street, POB 2198, Herzliya,  
Pituach 46120, (IL), (Applicant designated States: all)

INVENTOR:

Kohavi, Itai, 6a Granit St., Hod Hasharon, (IL)  
Bar-David, Yoah, Moshav Salit, D.N. Sharon, Tichon 45885, (IL)

LEGAL REPRESENTATIVE:

Grattinger & Partner (GbR) (100074), Wittelsbacherstrasse 5, 82319  
Starnberg, (DE)

PATENT (CC, No, Kind, Date): EP 1148433 A1 011024 (Basic)

APPLICATION (CC, No, Date): EP 2001108975 010411;

PRIORITY (CC, No, Date): US 551519 000418

DESIGNATED STATES: DE; ES; FR; GB; NL

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: G06F-017/60

ABSTRACT WORD COUNT: 172

NOTE:

Figure number on first page: 4

LANGUAGE (Publication, Procedural, Application): English; English; English  
FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	200143	2087
SPEC A	(English)	200143	6463
Total word count - document A			8550
Total word count - document B			0
Total word count - documents A + B			8550

...SPECIFICATION relevant time period for each specific room type. The HRMS 200 establishes a plurality of **rate** codes for the actual **room** types, utilizes historical data to **forecast** an expected **demand** over time for **rooms** within a given **rate** code-at a given price, and initially allocates and prices inventory sufficient to satisfy the...

2/3,K/20 (Item 1 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00730940 \*\*Image available\*\*

GLOBAL RESERVATIONS TRANSACTION MANAGEMENT SYSTEM AND METHOD

PROCEDE ET SYSTEME DE GESTION GLOBALE D'OPERATIONS DE RESERVATION

Patent Applicant/Assignee:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200043927 A2 20000727 (WO 0043927)

Application: WO 2000US1444 20000120 (PCT/WO US0001444)

Priority Application: US 99118665 19990120

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB  
GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA  
MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA  
UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 22266

Fulltext Availability:

Claims

Claim

... guest information and historical information associated with similar guests and a comparison between said second room request and said forecast of demand for a similar request, said first room rate different from said second room rate.

3 The method of claim 1, further comprising the...

...guest information and historical information associated with similar guests and a comparison between said second room request and said forecast of demand for a similar request, said first room rate different from said second room rate.

68

69

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plus uo pos-eqioillinj Si...

?

PLEASE ENTER A COMMAND OR BE LOGGED OFF IN 5 MINUTES

?t s2/3,k/21-26

2/3,K/21 (Item 1 from file: 553)

DIALOG(R)File 553:Wilson Bus. Abs. FullText

(c) 2004 The HW Wilson Co. All rts. reserv.

03055782 H.W. WILSON RECORD NUMBER: BWBA95055782

An empirical analysis of oligopolistic hotel pricing.

AUGMENTED TITLE: Bermuda resorts

Baum, Tom

Mudambi, Ram

Annals of Tourism Research (Ann Tourism Res) v. 22 no3 ('95) p. 501-16

...ABSTRACT: of oligopoly are destabilizing. According to Ricardian models, this instability should be asymmetrically related to demand forecasts so that hotel rates remain high and relatively stable during periods of excess demand, but exhibit downward inflexibility during...

2/3,K/22 (Item 1 from file: 608)

DIALOG(R)File 608:KR/T Bus.News.

(c)2004 Knight Ridder/Tribune Bus News. All rts. reserv.

07344392 (USE FORMAT 7 OR 9 FOR FULLTEXT)

U.S. Travel Study Predicts Higher Room Rates in 2004

Rod Smith

Las Vegas Review-Journal

October 23, 2003

DOCUMENT TYPE: NEWSPAPER RECORD TYPE: FULLTEXT LANGUAGE: ENGLISH

WORD COUNT: 559

...TEXT: year the National Business Travel Association's new analysis, the 2004 Business Travel Overview and Cost Forecast , projects increasing

**demand** and **room rate** increases of 3 percent.  
It also projects business airfare increases of 5 percent and corporate  
...

**2/3,K/23 (Item 1 from file: 635)**  
DIALOG(R)File 635:Business Dateline(R)  
(c) 2004 ProQuest Info&Learning. All rts. reserv.

1099139 00-71830

**Downtown is ready for influx of hotels**

Grove, Sandra

San Diego Business Journal (San Diego, CA, US), V20 N33 p20

PUBL DATE: 990816

WORD COUNT: 1,605

DATELINE: San DiegoCAUSPacific

DESCRIPTORS: **Hotels** & motelsCentral business districtsBuilding constructionOccupancy **rates** Business **forecasts** Demand Series & special reports

**2/3,K/24 (Item 2 from file: 635)**

DIALOG(R)File 635:Business Dateline(R)

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0863894 98-24257

**Innovations in software**

Smith, Walter

Business NH Magazine (Manchester, NH, US), V14 N11 p12

PUBL DATE: 971100

WORD COUNT: 2,648

DATELINE: NH, US, New England

TEXT:

...of our company," Clack says.

A new twist on existing Opus 2 software, the program **forecasts hotel demand** and automatically puts into place controls for **rate** structure and inventory.

For example, booking a convention or other large event, while perhaps filling...

**2/3,K/25 (Item 1 from file: 992)**  
DIALOG(R)File 992:NewsRoom 2003  
(c) 2004 The Dialog Corporation. All rts. reserv.

0720551536 16C11LAH

**Travel study predicting higher room rates in 2004**

ROD SMITH

Las Vegas Review-Journal (NV), Final ed, p1D

Thursday, October 23, 2003

JOURNAL CODE: ACZT LANGUAGE: English RECORD TYPE: Fulltext  
DOCUMENT TYPE: Newspaper SECTION HEADING: Business ISSN: 1097-1645  
WORD COUNT: 518

...year the National Business Travel Association's new analysis, the 2004 Business Travel Overview and **Cost Forecast**, projects increasing **demand** and **room rate** increases of 3 percent.

It also projects business airfare increases of 5 percent and corporate...

**2/3,K/26 (Item 1 from file: 993)**

DIALOG(R) File 993:NewsRo 2002  
(c) 2004 The Dialog Corporation. All rts. reserv.

0472048054 15VJ1GXP

**Electronic distribution channel's effect on hotel revenue management**

Choi, Sunmee

Cornell Hotel & Restaurant Administration Quarterly, v43, n3, p23

Sunday, June 30, 2002

JOURNAL CODE: AHFS LANGUAGE: English RECORD TYPE: Fulltext

DOCUMENT TYPE: Trade Journal ISSN: 0010-8804

WORD COUNT: 3,775

...the level of forecasted demand for the day. Since allocation decisions are typically made by room - rate category and length of stay, **demand forecasts** are required at that level. **Hotels** can either directly generate **demand forecasts** at the required level of detail or develop forecasts at an aggregate level, such as...  
?